

BEFORE THE
PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA
DOCKET NO. 2020-____-C

<p>In re:</p> <p>Application of</p> <p>Light Source Communications, LLC</p> <p>For a Certificate of Public</p> <p>Convenience and Necessity to</p> <p>Provide Interexchange and</p> <p>Local Exchange</p> <p>Telecommunications Services in the</p> <p>State of South Carolina</p>	<p>)</p> <p>)</p> <p>)</p> <p>)</p> <p>)</p> <p>)</p> <p>)</p> <p>)</p> <p>)</p> <p>)</p>	<p>PREFILED DIRECT TESTIMONY</p> <p>OF DEBRA FREITAS</p>
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I. Introduction

1. **Q. Please state your name and business address.**
 - A. My name is Debra Freitas. My business address is 13909 Pennsylvania Road, Ste. C, Riverview, Michigan 48193.
2. **Q. By whom are you employed and in what capacity?**
 - A. I am the Chief Executive Officer of Light Source Communications, LLC ("Light Source").
3. **Q. Please give a brief description of your background and experience in business and telecommunications.**
 - A. See Exhibit D to our application.

1 4. **Q. What is the purpose of your testimony?**

2 A. The purpose of my testimony is to describe the nature of Light Source's proposed
3 service offering within the State of South Carolina, and to demonstrate its financial,
4 managerial, and technical ability to provide the services for which authority is sought
5 herein.

6 5. **Q. Do you wish to incorporate by reference any documents into your testimony?**

7 A. Yes. I wish to incorporate by reference the underlying Application filed in this
8 proceeding and its associated exhibits.

9 II. The Business of Light Source

10 6. **Q. Has Light Source registered to do business in South Carolina?**

11 A. Yes. Light Source is a Michigan Limited Liability Company that has received
12 authorization to transact business within the State of South Carolina. A copy of Light
13 Source's Certificate of Formation is attached to the Application as Exhibit A and a
14 copy of the document of authorization from the State of South Carolina is attached to
15 that Application as Exhibit B.

16 7. **Q. Please describe the services Light Source intends to provide within the State of
17 South Carolina.**

18 A. Light Source expects to offer a broad variety of basic local exchange services, fiber
19 network, and data services to business customers in South Carolina. Light Source
20 provides high-bandwidth, fiber-based communications networks, and related
21 competitive data services, for high-bandwidth customers. These networks typically
22 involve providing fiber connectivity, under long term contracts, between multiple
23 customer facilities and to key carrier meet-point locations and local data centers.
24 Light Source customers consist of large business enterprises, governmental
25 organizations (city, county, and state), educational institutions (K-12 school
26 districts, colleges and universities), data centers, and other carriers. Light Source

works closely with each customer to design and build communications network solutions to best meet their individual needs, providing networks with unmatched security, flexibility, scalability, and reliability.

8. **Q. Does Light Source have authorization to provide intrastate telecommunications services in any other state?**

A. Yes. Applicant is currently authorized to provide interexchange, local exchange, and/or data services in Georgia, Iowa, North Carolina, Nebraska, Oklahoma, and Tennessee.

9. **Q. Has Light Source ever had an application for a certificate of public convenience and necessity denied?**

A. No.

10. **Q. Does Light Source intend to file a tariff with the Commission?**

A. Yes. Light Source filed a tariff as Exhibit E to its Application in this proceeding that it will modify, as necessary, in order to meet the Commission's requirements. We believe Light Source's Tariff will comport with all Orders, Rules, and Regulations of the Commission.

11. **Q. Will Light Source comply with the Commission's orders regarding the provision of interexchange and local services?**

A. Yes. Light Source will at all times provide and market services in accordance with current Commission policies. In particular, Light Source is familiar with Commission Order No. 93-462 regarding resale of intraLATA telecommunications services and will attempt to comply with the terms of that order in every respect possible. In addition, Light Source at all times will provide interstate services in compliance with all FCC rules and regulations. Light Source will at all times provide and market services in accordance with current Commission policies and will attempt to comply with the terms of that order in every respect possible.

1 12. Q. Has Light Source provided any intrastate telecommunications services within
2 the State of South Carolina?

3 A. No.

4 13. Q. What rates will Light Source charge upon receipt of certification?

5 A. Due to the nature of services provided by Light Source its contracts and rates are
6 determined on an individual case basis determined by working closely with each
7 customer to design and build communications network solutions to best meet their
8 individual needs.

9 14. Q. How will Light Source market services in South Carolina?

10 A. Light Source intends to market its services via direct sales by Light Source's
11 employees.

12 III. Managerial, Technical and Financial Qualifications

13 15. Q. Does Light Source have sufficient managerial, technical, and financial resources
14 and ability to provide the telecommunications services proposed in its
15 Application?

16 A. Yes. Light Source has sufficient technical, financial, and managerial resources and
17 ability to provide the telecommunications services for which authority is sought
18 herein. Light Source's personnel represent a broad spectrum of business and technical
19 disciplines, possessing many years of individual and aggregate telecommunications
20 experience.

21 The qualifications and experience of Light Source's key management team
22 are discussed on Exhibit D which is attached to our Application in support of
23 Applicant's managerial and technical ability to provide the services for which
24 authority is sought herein.
25

1 16. **Q. How does Light Source handle customer service requests?**

2 A. Light Source's customer service representatives are available to assist its
3 customers and will promptly respond to all customer inquiries. Customers may
4 call (844) 539-1805. The applicable toll free or local numbers will be printed on
5 customers' monthly billing statements. Alternately, customers wishing to
6 communicate with a Light Source customer service representative in writing may
7 send written correspondence to Light Source at:

8
9 Light Source Communications, LLC
10 ATTN: Customer Service
11 13909 Pennsylvania Road, Ste. C
12 Riverview, Michigan 48193

13 Light Source's customer service representatives are prepared to respond to
14 a broad range of service matters, including inquiries regarding: (1) the types of
15 services offered by Light Source and the rates associated with such services; (2)
16 monthly billing statements; (3) problems or concerns pertaining to a customer's
17 current service; and (4) general service matters.

18 17. **Q. Please describe the financial condition of Light Source.**

19 A. In support of Light Source's financial ability to provide the services sought herein,
20 copies of Light Source's financial information, is submitted as Exhibit C to its
21 Application.
22

IV. Public Interest

18. **Q. How will residents of South Carolina benefit from Light Source's services and presence in South Carolina?**

A. The Commission's grant of this certificate is in the public interest because consumers of telecommunications services within Light Source's service territory will receive increased choice, improved quality of service, and heightened opportunities to obtain improved technology in the homes and businesses. Market incentives for new and old telecommunications providers in South Carolina will be improved greatly through an increase in the diversity of suppliers and competition within the local exchange telecommunications market. Consistent with the Commission's intent to aid in the development of a competitive telecommunications environment in South Carolina, the granting of a certificate of authority to provide local exchange service will offer increased efficiency to the State's telecommunications infrastructure through greater reliability of services and an increase in competitive choices.

19. **Q. Has the Company ever been the subject of an investigation by any state Regulatory body or by the FCC?**

A. No.

20. **Q. Will the Company agree to abide by and comply with the Commission's Rules and Regulations and Commission Orders in its operations in South Carolina?**

A. Yes.

1 21. **Q. Does this conclude your testimony?**


2 A. Yes. I would like to thank the Commission for this opportunity to provide information
3 relevant to Light Source's Application and am ready to provide any additional
4 information that the Commission may need in making its decision.
5

VERIFICATION

State of Michigan)

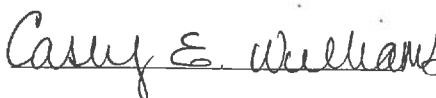
County of Wayne)

Personally appeared before the undersigned, an officer duly authorized to administer oaths, I, Debra Freitas, first being duly sworn, depose and state that I am Chief Executive Officer of Light Source Communications, LLC ("Light Source" or the "Company") and do hereby declare under penalty of perjury that I have read my Direct Testimony and know the contents thereof, which was filed in support of Light Source's Application for Certificate of Public Convenience and Necessity to Provide Interexchange and Local Exchange Telecommunications Services in the State of South Carolina, that said contents are true in substance and in fact, except as to matters stated upon information and belief, and as to those, I believe the same to be true.


 Debra Freitas, Chief Executive Officer
 Light Source Communications, LLC

Subscribed and sworn to before me this 26 day of February, 2020.

CASEY E. WILLIAMS
 NOTARY PUBLIC, STATE OF MICHIGAN
 COUNTY OF WAYNE
 My commission expires 05/11/2026
 Acting in the county of _____


 Notary Public

My commission expires: 5/11/2026